

Message Text

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PAGE 01 JAKART 12479 140831Z
ACTION EA-12

INFO OCT-01 ISO-00 EB-08 CCO-00 PASO-00 /021 W
-----006508 151350Z /40

R 140740Z SEP 78
FM AMEMBASS JAKARTA
TO SECSTATE WASHDC 1433
INFO AMCONSUL MEDAN
USDOC WASHDC

UNCLAS JAKARTA 12479

TO: HEINZ A. DANNEIL
VICE PRESIDENT MARKETING
SILVER ENGINEERING WORKS, INC.
DENVER, CO
TELEX 45-567 SILVERENGR DVR

USDOC FOR MEPD MRS. JANIS BECK

E.O. 11652: N/A
TAGS: BEXP, ID
SUBJ: TRADE INQUIRY

1. MR. DANNEIL, IN RESPONSE TO YOUR LETTER OF
AUGUST 22, 1978 TO HENRY BARDACH CONCERNING INDO-
NESIAN SUGAR REFINERY PROJECT PTP IX, I CAN INFORM
YOU THAT:

2. THE PROJECT HAS BEE APPROVED BUT BECAUSE OF
NECESSITY TO ARRANGE LOCAL COST FINANCING CIRST
(30-35 PERCENT OF ESTIMATED COST), TENDERS HAVE NOT
YET BEEN INVITED.

3. EMBASSY HAS BEEN INFORMED THAT JAPANESE, BRITISH
DUTCH AND WEST GERMAN COMPANIES HAVE SUBMITTED
BIDS. HOWEVER, WE HAVE NO INFORMATION ON WHAT
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CREDIT TERMS WERE OFFERED. ACCORDING TO DEPART-
MENT OF AGRICUTLURE SOURCE, FRENCH FIRM THAT
GAINED CONTRACT IN 1976 TO CONSTRUCT JATITUJUH,
JAVA, SUGAR MILL WITH A 4,000-TON CANE A DAY
CAPACITY, WON WITH FOLLOWING TERMS:

A) LOAN TERM OF 10 YEARS WITH THEE EYARS GRACE
PERIOD

- B) LOAN INTERST RATE OF "LESS THAN" 8 PERCENT
- C) LOCAL RUPIAH FINANCING WAS PROVIDED.

4. US EXIMBANK PROBABLY WOULD BE INTERESTED IN SUPPORTIN AMERICAN SUPPLIERS BIDS FOR THIS PROJECT. SUGGEST THAT YOU CONTACT EXIMBANK WASHIHGTON, DC ON SUBJECT.

5. EMBASSY UNDERSTANDS THAT UNTIL LOCAL COST FINANCING IS ARRANGED TENDERS WILL NOT BE ISSUED. WE HAVE NO INFORMATION ON WHEN THIS MIGHT BE ARRANGED.

6. EMBASSY RECOMMENDS THAT ANY COMMUNICATIONS OF THIS PROJECT E SENT TO: MINISTER OF AGRICULTURE JALAN LET. JEN. S. PARMAN, NO.73 JAKARTA, INDONESIA.

7. FOLLOWING IS REPRESENTATIVE LIST OF INDONESIAN COMPANIES WHICH YOU COULD CONTACT FOR TURN KEY PROJECT DISCUSSIONS. EMBASSY HAS NOT CONTACTED THESE FIRMS BUT THEY ARE EXPEREINCED COMPANIES, WHICH APPEAR TO HAVE THE CAPABILITY OF DOING WORK SUCH AS WOULD BE REQUIRED FOR PTP IX.

P.T. BOMA-BISMA-INDRA
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NEW GARDEN HAAL-2ND FLOOR
JL. BULUNGAN 76
JAKARTA, INDONESIA

P.T. NINDIYA KARYA
JL. HARYONO M.T.
KAVELING 22
JAKARTA, INDONSIA

P.T. HUTAMA KARYA
JL. HARYONO, MT.
KAVELING 8
JAKARTA INDONESIA

P.T. PEMBANGUNAN PERUMAHAN
JL. M.H. THAMRIN 57
JAKARTA , INDONESIA

P.T. PEMBANGUNAN JAYA
JL. M.H. THAMRIN
JAKARTA, INDONESIA
REGARDS, DAVID REHFUSS, COMMERCIAL ATTACHE',

AMERICAN EMBASSY, JAKARTA.
MASTERS

NOTE BY OC/T: PASSED ABOVE ADDRESSEE.

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NNN

Message Attributes

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